

Inside & Out

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COMPAQ NEWS

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THE DREAM IS ALIVE



Mission specialists Kathy Sullivan and David Leestma, wearing leg stripes, perform Extra Vehicular Activities (EVA) during Challenger Flight 41-G in October, 1984. The still is from the IMAX film *The Dream Is Alive*, which will show at a new theatre opening Sept. 11. See story, page 5.

Compaq introduces QuickFind CD-ROM library for dealers

Tired of paging through countless manuals to provide customers with in-depth information about COMPAQ products? Now, Compaq is offering its Authorized Dealers access to a new, state-of-the-art support tool that can help improve customer service while saving valuable time.

Information on COMPAQ QuickFind, a compact disc read-only memory (CD-ROM) support reference library, was recently shipped to all Authorized COMPAQ Dealers. Packed with published documentation on all COMPAQ products, QuickFind is one of the first products to incorporate all service and technical information for one manufacturer's product line on a single resource. It contains service advisories and bulletins, technical reference guides, product bulletins, memory upgrade charts, quick reference guides and hardware and software tested products lists. It also offers the dealer instructions on how to interact with Compaq Customer Service.

The database can be used in many ways: for technical support in answering user questions quickly and accurately;

for product research; for technician training; for assistance in bid preparation; and for identification of printed circuit boards.

QuickFind has a powerful search and retrieval capability that offers its users fast access to all documents on any given subject. It also includes hundreds of digitized illustrations that complement the textual information and help clarify technical discussions between users and Compaq Technical Support staff.

"As personal computers become more advanced, computer dealers must be poised to respond to the demanding support requirements of their customers," says Mike Swavely, President, North America, Compaq Computer Corporation. "QuickFind helps assure that the dealer can provide customers with the information they need without wasting valuable time researching the question or hunting for reference manuals."

QuickFind is available to Authorized Dealers through the SALESQA Dealer Support Program. An Authorized Dealer may sign up for a year's subscription and

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Employees totally committed to product quality

It's rare to find a group of employees so dedicated to product quality as those who work at Compaq. The Total Quality Commitment awards program is one way the company shows its appreciation to these hard-working manufacturing employees.

Quarterly awards ceremonies were held in August, and first place went to the teams with the top success stories in both shifts.

About 3,000 Houston manufacturing employees are trained in TQC. Each manufacturing line is a team that strives to solve problems in quality while the product is still on the line. If a team member spots a problem, the line will be shut down and team members will gather to solve the problem.

Teams document their success stories, which are judged for the awards ceremony.

Members of the winning first-shift team include Richard Valadez, Ettore Bratovich, Rose M. Lopez, Gregory Utley, Van Tran, Jimmy Cason, Debra Norris, Billy Gloud, Bill Blair, Scott Thomas, Richard Davis, David Reeves, Lisa Blackmon, Vincent Samuels and Georgia Akins. Facilitators were Janie Barrios and Ron Harvey.

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The quarterly Total Quality Commitment awards were presented recently where manufacturing lines — or teams — were honored. Pictured here is the award-winning first shift team.

PC World readers pick COMPAQ products

Once again, COMPAQ products have been selected by the readers of *PC World* as winners of the trade magazine's annual World Class Award PC Contest.

"The award is a vote of confidence from customers who are satisfied with the way Compaq serves their needs." — Landry

Compaq topped the list in three categories: the COMPAQ DESKPRO 386/25 won top honors in the Desktop Computer category; the COMPAQ PORTABLE 386 finished No. 1 in the Transportable Computer category; and the COMPAQ SLT/286 earned highest marks in Laptop Computers. This is the first year in which Compaq has swept all three categories. Although it has won before in the magazine's Desktop and Transportable categories, this is the first year that the COMPAQ SLT/286 edged out the comparable Toshiba product to take the laptop category.

In addition, the COMPAQ PORTABLE III earned the runner-up position in the Transportable Computer category. According to representatives of the magazine, COMPAQ products are the unchallenged favorite of *PC World* readers in this category — having won since the category was first included in the contest.

The World Class Award PC Contest has been held every year since 1983. Each year, voters fill out an open-ended ballot included in *PC World*'s April issue to enter those hardware and software products with which they are familiar and would recommend based on performance and value. Products eligible for entry must be IBM PC-compatible and commercially available.

Richard Landry, *PC World* Editor-in-Chief, noted that results of the World Class PC Contest are a testament to the depth and breadth of the COMPAQ product line. "Clearly, Compaq is successfully addressing the needs of the PC market over a broad spectrum," he maintained.

According to John Griffin, president and publisher of *PC World*, "Products that win the World Class Award share two common elements: a good balance of features, performance and ease of use; and a great company to back them up.

Our readers know that when they buy a product they're making a strategic decision. If the product doesn't meet their needs or the company fails to stand behind it, business success might be compromised.

"Our readers understood this point well enough that they voted for Compaq twice: once when they bought COMPAQ products and again when they filled out the *PC World* ballot. The award is a vote of confidence from customers who are satisfied with the way Compaq serves their needs."

"We are very pleased to receive this honor from the readers of *PC World Magazine*," said Rod Canion, President of Compaq. "These awards show that Compaq continues to build the right kind of personal computers, continues to sell them through the right channel of distribution, and continues to fully satisfy our most important judge, the end user. We intend to maintain our leadership position in performance and compatibility by continuing to provide personal computers that best meet real user needs."

Awards were given in 13 hardware categories and 22 software categories. All winners will be announced in the October issue of *PC World*.

ComputerLand announces program with Compaq, Novell

The Network Edge, a new program from ComputerLand for its dealers, is a team effort with Compaq and Novell that provides local area network server turnkey solutions as well as training, sales promotions and national advertising.

"...the dealer gets the best configuration and gives the customer fully tested product combinations."

Under the program announced July 24, a ComputerLand dealer may order a part number for a Compaq system, which comes configured with the appropriate amount of RAM and fixed-disk storage plus the recommended Novell operating system software to meet customer need. Under this simplified ordering process, the dealer gets the best configuration and gives the customer fully tested product combinations.

ComputerLand introduced The Network Edge to 400 of its dealers July 22 at the company's International Conference in Chicago.

"The Network Edge is a good example of how Compaq works closely with dealers and key industry software vendors to deliver the best available solutions for customer needs," said Compaq Vice President of Sales Ross Cooley, who attended the Chicago event.

Ashton-Tate, Thomas-Conrad, Western Digital, Lotus Development and Data Pro Systems are participating in The Network Edge through promotional support.

Founded in 1976, ComputerLand is the world's largest specialty retailer of personal computers. It has 749 stores in 34 countries.

Total Quality Commitment awards presented

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Members of the winning second-shift team include Ray Waguespack,

Helal Ahmed, Ricky Reh, Susan Bikorski, Jose Solderilla, Edwin Woods, Anthony Stanberry, Tracy Graham, Erroll R. Branch and James Green.

Facilitators were Mark Stephens and Kim Holt, with Ann Richards and Bud Reed acting as coaches.



Pictured here is the second shift team which won first place in the recent TQC competition.

Two new laptop options offered

The busy user now has two more reasons to buy the COMPAQ SLT/286.

- The External Battery Charger, which connects with the laptop computer's AC adapter and fast-charges an empty battery pack in 1½ hours. The charger holds two battery packs, charging one at a time.

- The Automobile Adapter, which plugs into a vehicle cigaret lighter socket to serve as an external power source.

Both options were announced July 19. Introduced last October, the COMPAQ SLT/286 has leaped to No. 1 in battery-powered laptop sales through dealers with more than 40% of the U.S. market. The laptop has quickly climbed to No. 3 in the United Kingdom.

Company hosts press party, underwrites showcase



Houston City Councilwoman Eleanor Tinsley, middle, was one of the special guests at a press party hosted by Compaq preceding the recent 1989 North Houston Economic Development Showcase. The company was an underwriter for the event. The event showcased economic progress being made in the northern portion of Houston as well as new development and quality of life issues. Media, the event's steering committee and underwriters and area economic leaders were also treated to a tour of the Compaq main campus. Shown here at the media reception are, from left: Kim Francois; Karen Walker, Director of Corporate Facilities; John Grihi, Sr. Vice President of Corporate Administration; Tony Engbrock, Sr. Administrator, Public Affairs; Rick Scott, Manager, Public Affairs; Murray Francois, Sr. Vice President of Quality and Materials; and Wayne Collins, Vice President of Material Operations.

ANOTHER PROJECT



Construction workers are installing storm sewers at the north corner of Compaq Center in Houston in preparation for a new road. The road, billed as the North Loop, will provide access for employees who will work at Compaq Center North and will go by Garage 10 and 11. The road project will be complete in three months.

Compaq introduces QuickFind



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receive a new CD-ROM each quarter. This frequency ensures that all reference information is up-to-date.

The QuickFind library has been tested by several COMPAQ Authorized Dealers in the U.S. and other countries. A customer service technician from The Future Way in Carmel, Indiana, describes QuickFind as a valuable tool to use in supporting his customers. "I can spend two hours looking through hard-copy documentation trying to find information,

whereas I can search through QuickFind and be done in two minutes," he says.

A representative from Compumat in Chicago says, "I'd like to see the same kind of application for all our products, not just COMPAQ products. QuickFind is one of the best things that's ever happened to us."

The basic CD-ROM retrieval software for QuickFind was developed by Quantum Access Inc. of Houston and has been licensed by Compaq for the COMPAQ QuickFind Support Reference Library.

Compaq government sales program extended

The company has extended its successful government sales program to California. All government agencies or municipalities in that state may now purchase COMPAQ products under a standard pricing agreement negotiated between Compaq and state officials.

The newest agreement brings the total of company government sales programs to six, including arrangements with Colorado, Delaware, Georgia, Kentucky and Oklahoma, and with the General Services Administration of the United States. Pricing is the same in all cases.

"The state governments benefit from simplified procurement and continued support from their local dealers," says Ross Cooley, Vice President, Sales, North America. "In turn, the dealer benefits from a pre-negotiated price structure, less inventory, simplified collection, reduced bidding effort and increased opportunity."

All Authorized Dealers are eligible to participate. Whether the sales inquiry is made to Compaq or to an Authorized Dealer, the government order is placed

through Compaq, with the buyer designating the selling dealer. Compaq fills the order through its own inventory and invoices the buyer directly. The dealer is compensated for the sale by the company and remains responsible for user support.

"While Compaq takes a greater role in order processing and fulfillment under this agreement, the local Authorized COMPAQ Computer Dealer remains an active participant in the sale and support of these computers," Cooley says. "In effect, this agreement enables the dealers to pursue sales of COMPAQ products to markets that might otherwise be too difficult to penetrate."

Governments and dealers are not obligated to purchase under this agreement, and it is not intended to circumvent the purchasing procedures of any government body. The agreements apply specifically to the state governments, but municipalities, agencies, public educational institutions and other government bodies are free to purchase under the same terms and conditions if their procedures allow.

CCM6 opening, two millionth computer celebrated

When employees moved into the new Houston manufacturing facility, CCM6, they not only celebrated the building's grand opening, but also another company milestone — the completion of the two millionth COMPAQ computer.

The new facility — where 250 employees currently work — houses COMPAQ SLT/286 production, but according to Greg Petsch, Vice President of Manufacturing CPU Operations, "We're flexible enough to produce any COMPAQ product."

The recent celebration featured cake, live music and buttons proclaiming "Two Million Strong, July 10, 1989."

"Two million computers are really just a start. We're a young company with a bright future," Bob Vieau, Senior Vice President for Worldwide Manufacturing, told the audience.

Calling the milestone a "major ac-

complishment," Petsch reminded employees that when manufacturing first began at the Perry Road facility in Houston, the company was averaging seven units per day.

Bill Page, Manager of Portable Operations, and John D'Antoni, Coordinator of the CCM6 project, also spoke during the festivities.

Music was provided by an "all-Compaq" band. Members included Brad Perkins, guitar; David Alexander, drums; and Carl Eckhardt, keyboard and vocals. Employee Carmel Hoxie presented her rendition of the theme from the film *Flashdance*, *What A Feeling*. Vickie Haywood sang the national anthem. Coworkers will remember that she also sang the anthem to open an Astros' baseball game in 1985 — the first Compaq Night at the Astrodome.



Bob Vieau, Senior Vice President for Worldwide Manufacturing, left, and Greg Petsch, Vice President of Manufacturing CPU Operations, congratulated employees during the event.



Manufacturing employees were treated to cake during the celebration held in CCM6.



Carmel Hoxie belts out *What A Feeling*, the theme from the movie *Flashdance*, during the recent event celebrating the grand opening of CCM6 in Houston and the completion of the two millionth computer. She is accompanied by Brad Perkins, David Alexander and Carl Eckhardt.

Compaq helps dream come alive at Houston museum

When the company announced the COMPAQ DESKPRO 386/33, it unveiled the most advanced computer in the world. When the Houston Museum of Natural Science opens its new IMAX theatre Sept. 11, it will be unveiling the most advanced motion picture system in the world.

Compaq is in the forefront of computer technology and it is helping the Houston museum join 27 other U.S. institutions that house IMAX theatres, the most technologically advanced projection system yet developed.

Compaq will sponsor a preview Sept. 9 from 10 a.m. to 8 p.m. along with a Houston radio station and newspaper. The company donated the funds for the project, which will give the public a free chance to preview the Wortham IMAX Theatre and to see 12 minutes of film clips from the theatre's first scheduled feature film, *The Dream Is Alive*. There will also be plays, puppet shows and various demonstrations.

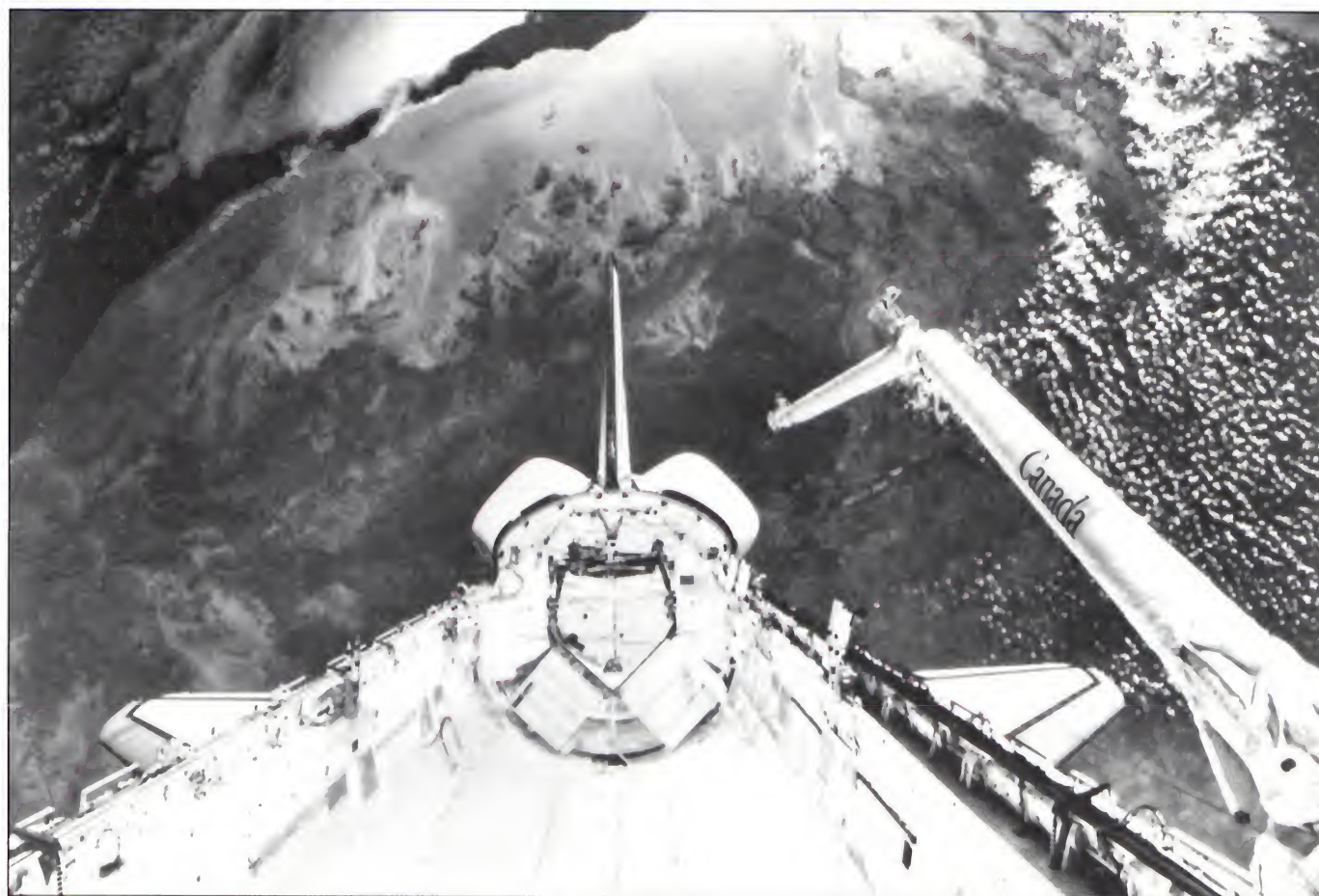
"Underwriting this community event gives Compaq the opportunity to support a local museum," says Lou Ann Champ, Administrator, Corporate Contributions.

Cinema of the future

The IMAX film and projection system is often called the "cinema of the future" because the size, scope and quality surpasses those of all other conventional film and projection methods. The IMAX super 70mm film projection system focuses on a giant screen 80 feet wide and six stories high — 10 times the size of a normal movie screen.

It will be the largest theatre screen within a 500-mile radius of Houston.

The IMAX allows the viewer to feel a part of the action on screen. The six-track wraparound stereo system features



Challenger Flight 41-C passes over the African coast after the successful deployment of the Long Duration Exposure Facility (LDEF) satellite.

four screen channels and two surround channels. The sound of a rocket blast-off becomes extremely realistic, because the sound seems to taper off as the rocket soars upward.

"It's a very powerful experience — very intense," says Terrell Falk, Director of Marketing and Communications for the museum.

Dreams come alive

The Dream Is Alive is an insider's view of America's Space Shuttle program. It features in-flight footage shot by 14 NASA astronauts on three missions in

1984. The 37-minute feature is narrated by Walter Cronkite.

The making of the film involved cooperation of NASA, the Smithsonian National Air and Space Museum, Imax Systems Corporation and Lockheed Corporation. The film had a budget of \$3.6 million.

All in-flight cinematography was done by the Space Shuttle crew members. The IMAX production team spent almost a year training the 14 astronauts assigned to three shuttle missions in the proper operation of the huge camera system.

The IMAX camera captures and conveys the sensation of weightlessness inside the spacecraft as well as the awesome beauty outside. Viewers are treated to an in-flight tour of the Space Shuttle — from the flight deck, where the shuttle is piloted and the remote manipulator arm (Canadarm) is controlled, to the mid-deck, which functions as a living room, bedroom and workshop. They also see views of Earth from space, scenes of space walks and the everyday activities that take place in the space shuttle.

A major project

The \$9-million Houston facility will include the theatre, a restaurant and a huge entry foyer.

The Wortham IMAX Theatre is located on the west side of the museum near the planetarium. It will be a multimedia 400-seat auditorium.

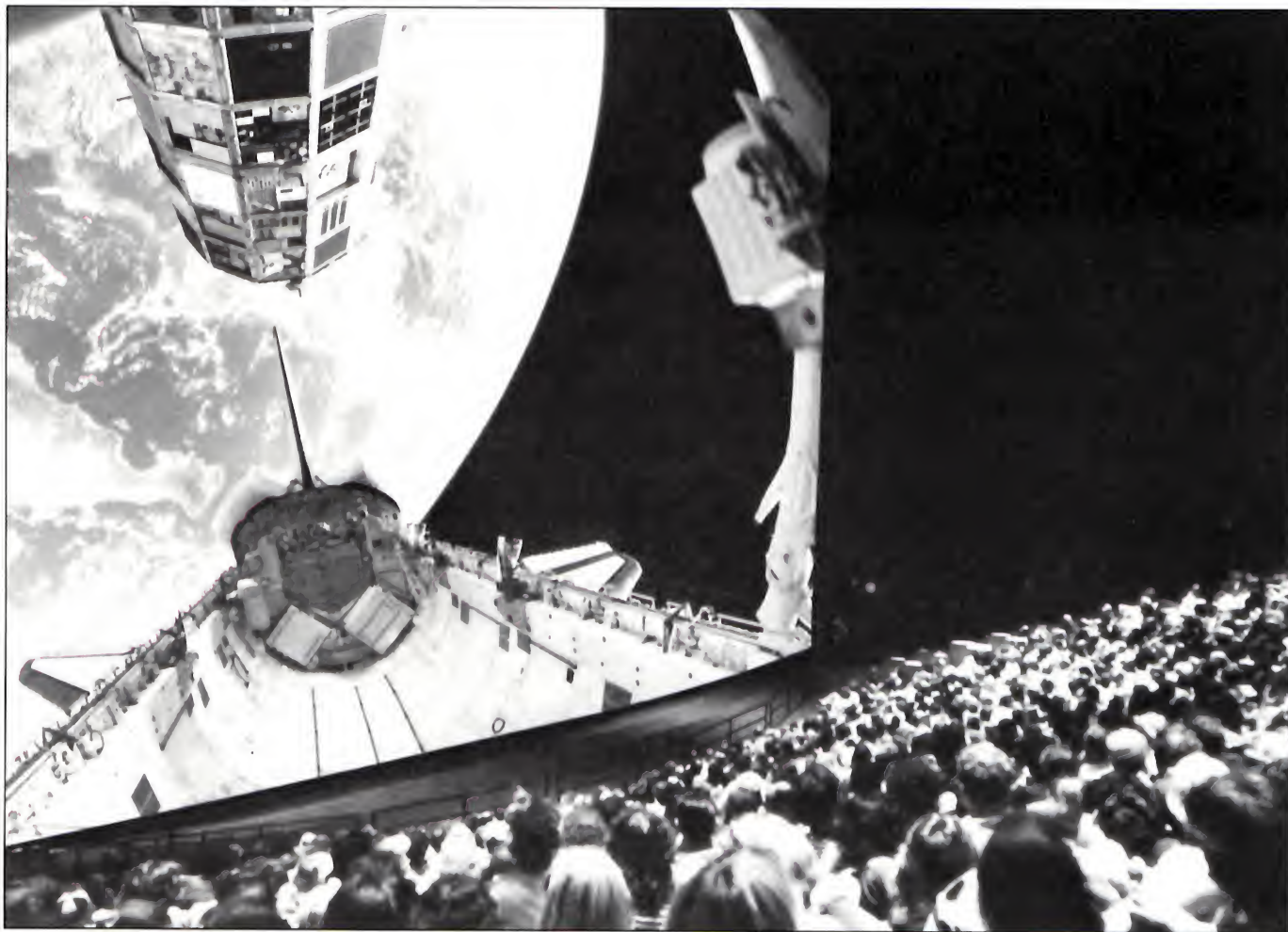
The Lillie and Roy Cullen Grand Entry Hall will connect the museum, theatre and planetarium and will enlarge the museum complex by 8,200 square feet to a total of 160,000 square feet. The restaurant will serve deli-style sandwiches, soups and salads, and the museum gift shop will be enlarged.

The museum grounds will be landscaped with walkways, a water feature in the shape of the Texas Gulf Coast and a giant sundial.

The theatre will officially open for business Sept. 11 at 10 a.m. Adult tickets cost \$4.50 and tickets for children under 12 cost \$3.50. According to Falk, the theatre will conservatively attract a projected 536,000 visitors annually to the museum and gross an estimated \$1.5 million.

There are currently 60 films produced for IMAX theatres. The museum will feature many of these, including those focusing on the Grand Canyon, Hawaii and the Great Barrier Reef.

For an IMAX schedule, call 526-1763.



Filmed in space by the crew members of Space Shuttle Challenger Mission 41-C, April 1984, the Remote Manipulator System (RMS) arm positions the Long Duration Exposure Facility (LDEF) just before release. Below is Baja California, Mexico. When viewing a film projected through the IMAX projector system on to the giant screen, viewers are able to experience space as the astronauts themselves experienced it.

Compaq makes "ozone-friendly" technology priority

Taking a leading role in search for solutions

Recent scientific studies indicate that chlorofluorocarbons (CFCs) may be associated with the observed seasonal "hole" in the ozone layer over Antarctica. As a consumer of CFCs, Compaq is taking steps to remedy this environmental problem by totally eliminating its use of these chemicals by 1995.

Although manufacturing will demand temporary increases in the usage of CFCs, Compaq will be shifting to alternate CFC materials, such as hydrochlorofluorocarbon (HCFC) and others that cause significantly less ozone deple-

"Although no acceptable substitutes for Freon are as yet commercially available, Compaq employees working on this issue are confident the company will meet its reduction goals."

tion in the upper atmosphere. This will enable the company to achieve its goal of cutting in half the environmental effects of its current CFC usage by 1993.

CFCs are used by high-tech manufacturing companies such as Compaq primarily as cleaning solvents. CFC-113, a chlorofluorocarbon solvent commonly called Freon, is one of the best materials in the world for degreasing and cleaning surface-mount printed circuit assemblies (PCAs) used in sophisticated personal computers.

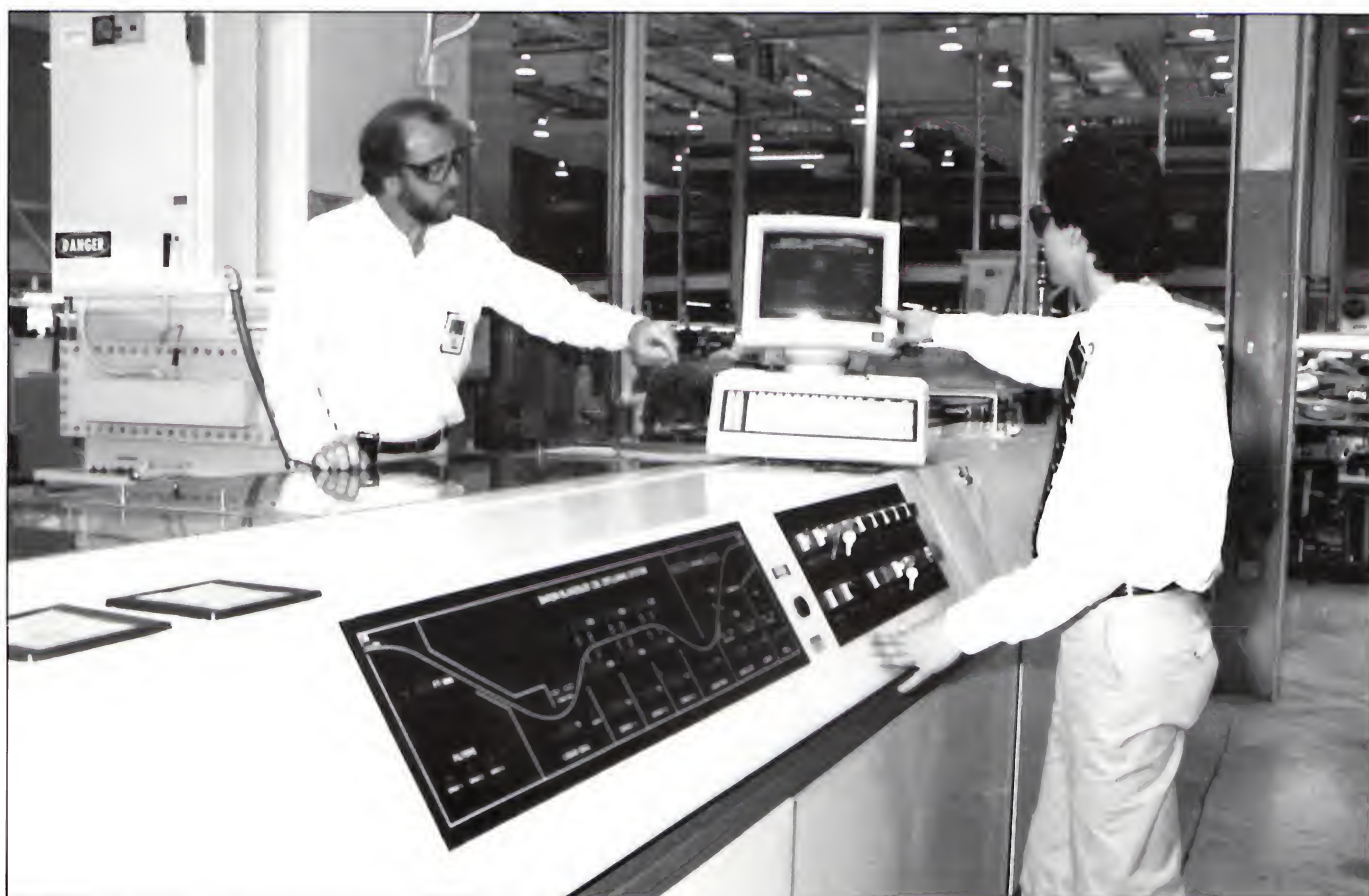
Although Freon is one of the chemicals suspected of contributing to depletion of the ozone layer, it's considered extremely safe in the workplace. Because it functions as a degreaser, Freon's only noticeable effect on people who come into contact with it is a slight drying of the skin, similar to the drying effect caused by contact with rubbing alcohol.

In high-tech manufacturing, Freon is used to eliminate fluxes from the PCAs. Fluxes clean the oxidation that accumulates on solder plating that's exposed to air. If flux residues are left on the boards, they could corrode — causing rust, resistivity and reliability problems. Surface-mount printed circuit boards, which are used in several Compaq high-performance PCs, are the only kinds that require Freon cleaning. Through-hole circuit boards used on other COMPAQ PCs can be cleaned with water.

Investigating alternatives

Although no acceptable substitutes for Freon are as yet commercially available, Compaq employees working on this issue are confident the company will meet its reduction goals.

"We are approaching this issue from two standpoints," says Jim Gras, Manufacturing/Engineering Manager.



Jim Stipes (left) and Philip D'Antoni, two members of the CFC Reduction Team, monitor the solvent bath used to clean printed circuit assemblies.

"We are trying to make our Printed Circuit Assembly cleaning area as efficient as possible, to cut down on the amount of Freon that is emitted. And we are investigating alternatives to Freon."

According to Gras, the company's manufacturing and assembly lines have already undergone extensive revision and

"In fact, Compaq supported these expeditions with donations of computer equipment to sort and store scientific data."

modification, and employ state-of-the-art control technology to minimize CFC emissions.

"When we first began manufacturing surface-mount boards, we designed the most efficient equipment available at that time from a Freon-loss standpoint, even though Freon had not been identified as an ozone-depleter," he recalls. "Since then, a special team has been formed to even further reduce emissions and improve efficiency."

"We are moving very quickly to investigate alternatives to Freon," adds Walt Rosenberg, Environmental Affairs Manager. "But the alternatives we have identified so far have other drawbacks. Many are flammable, or are incompatible with the plastic components on the PCAs we use in our products."

Miracle chemicals

Developed in the 1920s as refrigerants, CFCs had been hailed as the miracle

chemicals of the 20th century because they are so "safe" — on the ground. Chlorofluorocarbons are used in insulation, air conditioning and refrigeration as well as cleaning solvents. They are largely non-flammable, non-toxic, odorless and stable within the earth's atmosphere — which means they don't break down until they reach the earth's stratosphere.

It's in the ozone layer, however, that CFCs break down into their components. One of these components, chlorine, combines with molecules of ozone, effectively destroying the ozone over time. While some in the scientific community suspected the potential thinning of the earth's ozone layer for more than a decade, only recently discovered evidence substantiates previous theories.

Members of the public confuse ozone depletion, a global problem, with the build-up of ground-level ozone that forms smog in many major cities. Ozone, a form of oxygen, is the primary gas in the atmospheric "ozone layer" that protects the earth's surface from excessive ultraviolet radiation.

Evidence of ozone depletion was verified by teams of scientists who, in 1986 and 1987, converged on Antarctica — the only place on earth where a seasonal thinning of the ozone layer is measurable. In fact, Compaq supported these expeditions with donations of computer equipment to sort and store scientific data. Evidence gathered by these scientists linked the thinning of the ozone layer to emissions of chlorofluorocarbons. Based on this and other evidence, an international conference of industrialized nations last year created and signed the Montreal Protocol, which calls for a 20% reduction from 1986 levels of CFC production and con-

sumption by 1992 and a 50% reduction in CFCs by 1998.

Compaq takes leading role

Chemical companies have announced plans to investigate and produce alternatives to CFC products, but all substitute chemicals must undergo rigorous testing before being approved. Once these chemicals are approved, availability will hinge on the completion of plants permitted to produce CFC substitutes. The earliest substitutes are expected to be commercially available in 1992. Available alternatives are far less damaging to the upper-level ozone than current compounds, but represent only interim steps toward eventual elimination of CFCs.

In the meantime, Compaq will not just be waiting around. According to Gras and Rosenberg, employees have begun evaluating alternatives and will soon

"We want to be there first with the right solution."

be introducing lower CFC-emitting products where practical.

Compaq is also investigating the use of fluxes that don't need to be cleaned from the circuit boards. This alternative is the least developed of all the plans under consideration, because it involves significant changes to existing technology.

Many high-tech companies face this dilemma, but Compaq is taking a leading role in searching for solutions. If any of these concepts holds the answer to the CFC emission question, you can bet Compaq will be pursuing it. "We want to be there first with the right solution," says Gras.

Employee rides with the wind on champion Arabian

She has been using her business skills at Compaq for three years, but away from her desk Mary Russell derives her greatest enjoyment from breeding, raising and training horses.

"Horses are a long way from computers," says the Coordinator for Dealer Requirements. "That's why they make such a good combination. I don't think about work when I'm around my horses."

in the Miss America Pageant, Russell explains. The horse is too young to compete in saddle competition or in national meets because Arabian horses don't mature until they reach 7.

Full time to part time

In 1980, before she came to Compaq, Russell raised 40 horses full time on her farm in east Texas. She is now building a new home and much smaller

stable in Cypress.

"We started scaling down our business in 1981. To run a farm that size took the combined energy of myself, my husband and five full-time employees," she says. "We got too big. It was a business and no longer a pleasure. I had no time to ride and enjoy my horses."

Russell now has four horses and one on the way. Her original mare, Zedena, will have her eleventh foal in the spring.

"I'll never go back to the point where I can't enjoy my horses," she says. "The part that gives me the most pleasure is the birth of the new foal in the spring. I realize that this is the reason I'm working so hard."

When Ishtar comes home, Russell says she is unsure of what will happen to him. He might just rest, or "stand at stud," or prepare to compete in more horse shows. Although they have had



Compaq employee Mary Russell says she's had an ongoing love affair with horses since her husband gave her a mare, Zedena Bint Sakr, pictured here, in 1972. "She's more than a horse; she's our family pet," Russell says of her "first love."

"When you own an Arabian, you not only own a horse, you own the history and the myth that surrounds the breed." — Russell

other champion horses, Ishtar is the first the Russells have produced — owning both the mother and the father. Ishtar's mother is Zedena and his father, Faisca, was imported from Belgium.

No stopping now

Whatever happens to Ishtar, Russell is sure she will continue to spend her time away from Compaq raising and training Arabian horses.

"I look at my mares and foals and I really get the sense they own me," she says. "The only word that describes them is majestic. They are really incredible creatures, like living art. To me, they are God's poetry."

A love of horses

Russell has had an ongoing love affair with Arabian horses since 1972, when her husband, Harold, gave her a mare, Zedena Bint Sakr, her first Arabian.

"When you own an Arabian, you not only own a horse, you own the history and the myth that surrounds the breed," she says. "He (the Arabian) is more than just a creation. He is the epitome of what nature does best. The Arabian as a breed has changed little since 1500 B.C. I still look at my horses and can't believe I really own them."

Champions

Not only does she own them, but Russell has had success with her horses as well. Her stallion recently won a regional championship in halter competition, remaining undefeated in that category. The 3-year-old Arabian, the ninth foal of Russell's original mare, is in Nebraska with his trainer preparing for another championship.

The horse is named Ishtar, after the movie of the same name starring Dustin Hoffman. "Fortunately, my horse's reviews have been a lot better than Dustin's," Russell says.

The halter competition can be compared with the bathing suit competition



Russell trains one of her many Arabians for saddle competition at her farm in Cypress.

Marshall Tract opens with picnic

Over 200 members of the Facilities Department in Houston recently held a picnic on the company's newly purchased land — the first such event held on the property.

What has been called the Marshall Tract has been renamed Compaq Center East. The previous Compaq Center East has been renamed Compaq Central Campus.

The Annual Facilities Appreciation Picnic offered those attending a chance to prove their skills at volleyball, softball, football, frisbee and horseshoe pitching. For those less athletic, dominoes and checkers were also offered. A highlight of the event was a hayride through the heavily wooded property. Employees saw many deer and rabbits along the trail.

The property is available for use by Compaq groups or departments for picnics during the week. It will open to all employees and their families on weekends soon.

We want your news

Remember, we want your story ideas for *Inside & Out*, the employee newsletter. Just send suggestions and information to Inside-Out Suggestion@Corp Rel@Mkt Hou on the Banyan electronic information and communications network. By the way, the B-mail system thinks Suggestion is the last name of the address, so type "suggestion" to get the Popname listing. You can also reach us at mail code M010 in Houston.



Above: Employees dined on fried chicken with all the trimmings. Pictured here are, from left, Dave Shumway, Bob Moore, Steve Wilson and Bill McDonald.

Left: Two Compaq workers take a break after a tough game of softball.

Chicago office holds annual picnic for employees

The North Central Operations office in Chicago recently held its annual Compaq picnic at Pottawatomie Park in St. Charles, Ill.

The all-day event boasted games for adults and children, food, music and fun for all. More than 86 employees and their friends and families attended, the best turn out yet.

Activities included softball, volleyball, horseshoes, golf, biking, tennis, miniature golf, swimming, a riverboat cruise and



Mike Hunsaker, Central Operations' Channel Account Manager - Inacomp, is back in the swing of things after having a heart attack during the 1989 International Sales Conference in California. Friends and co-workers are glad to see him back.

basketball. O.K. The Clown entertained children with face painting, balloon figures and more, while the jazz fusion band, *The Wild Pitch*, entertained adults.

Ernie Vater, Channel Account Representative, and Greg Poulos, Dealer Sales Representative, won the egg toss compe-

titition. Poulos, the newest addition to the sales force in the Heartland area, also won the longest golf drive competition, which consisted of driving a marshmallow with a golf club.

In the guessing game category, Poulos once again took the prize, guessing there were 16,500 popcorn kernels

in a jar, coming closest to the 16,666. Chad Utzig, Receptionist Lyn Utzig's son, won a radio by guessing how many pieces of candy were in a jar. Channel Account Manager Glen Harks' daughter, Lauren, won the 2 to 12 category, guessing how many gum balls were in the jar.



Greg Poulos, center, and Ernie Vater accept their prizes for winning the egg toss competition.



The fusion jazz band, *The Wild Pitch*, entertained those attending the annual picnic. Here, MASE Dan Keegan's son sings "Happy Birthday" to him.

COMPAQ

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